

Agenda

7:30	Registration — Room 234B <i>Coffee and Donuts with Ike Skelton</i>
7:30	Contractor and Government Exhibits Open
8:25	Exhibits Close
8:30	Posting of Colors — Room 240 <i>Whiteman AFB Color Guard</i> National Anthem <i>Whiteman AFB</i> General Welcome & Introductions <i>Mark Manley</i>
8:40	Welcome & Introduction of Rep. Ike Skelton by <i>Dr. Aaron Podolefsky, President, UCM</i>
8:45	Comments <i>Rep. Ike Skelton, 4th District</i>
9:00	Successful Government Contractor <i>Steve Flick, Flick Seed Company</i>
9:10	Administrative Announcements
9:15	Break
9:30	Government Procurement, Rm 237A and B <i>RADM Sean Crean</i> <i>Dep Asst Secretary of the US Navy</i>
10:30	Air Force Installation Acquisition Transformation <i>Mr. Ron Poussard, USAF Dir of Small Business</i>
11:00	Exhibits Open
11:50	Exhibits Close
12:00	Luncheon: barbequed brisket, baked potato, corn, cole slaw and cake

Luncheon Speaker:

Lt. Gen. William Caldwell, IV
US Army Combined Arms Center & Ft Leavenworth

1:00-2:45 **Exhibits Open**

1:00-2:30 **Tracks I through XIII**

TRACK I: Selling to the Government
Helping you target the government markets applicable to your business

TRACK II: Small Business Transportation Resource Center
The steps you need to take to become a certified Disadvantaged Business Enterprise (DBE) and the Short Term Lending Program.

TRACK III: "Choose Veterans First"
Learn how the VA works with Federal agencies and prime contractors to identify business opportunities for veterans and service disabled veterans.

TRACK IV: Contract Pricing and Estimating
Learn how to calculate price for service/construction oriented businesses. Instructors will discuss effective pricing strategy and concept.

TRACK V: Funding for Technology Commercialization-Small Business Innovation Research (SBIR) Grants and Equity Investment Opportunities
Funding opportunities to strengthen the competitiveness of the state's technology businesses.

TRACK VI: SBA Contracting Programs including Central Contractor Registration (CCR), Dynamic Small Business Search (formerly PRO-Net), SDB certification and HUB-Zone Programs
The requirement to register in Central Contractor Registration (CCR), the use of the Dynamic SB Search engine and the certification process for the Small Disadvantaged Business and Historically Under Utilized Business Zone programs

TRACK VII: Base and Post Contracting
The government credit card purchasing program, the importance past performance plays in the local procurement environment and using FedBizOpps to find local purchase opportunities.

TRACK VIII: SBA Financing
Make the most of SBA programs and services. It's not rocket science. Learn how the SBA financial assistance programs can help you start or grow your business application procedures credit criteria and access to capital. Included in the presentation will be SBA incentives created in the Economic Stimulus Program to help the small business community this year.

TRACK IX: Financing in Today's Economy
You should attend this presentation if you are:
- Current business owners
- Prospective business owners who want to start on the right foot.

TRACK X: Business Marketing
Want a powerful ally? Look at your customer. We will discuss customer-driven marketing ideas, word-of-mouth, managing customer data and how to generate new business.

TRACK XI: Radio Frequency Identification (RFID)
This section explains the most important features of Radio Frequency Identification.

TRACK XII: ISO Standards.
This process provides updates of the concepts, intent and the application of the "process approach" to the ISO 9000:2008 family of Quality Management System standards.

TRACK XIII: Government Going Green
The armed forces are reducing their environmental impact. New government buildings use environmental design standards. The President is creating green jobs. Learn about the benefits and opportunities for selling green products and services.

2:45 Panel of Speakers
Speakers will be available for questions and discussion.

The following exhibitors exhibited at last year's conference. For this 2009 conference, 200 government buying offices and 1,314 contractors have been invited.

Government:
AAFES; UCM Purchasing; Defense Logistics Agency; General Services Administration; Jackson County; Missouri Army National Guard; Missouri Department of Transportation; Missouri Procurement Technical Assistance Centers; Missouri Small Business and Technology Development Centers; MoFAST; Scott AFB; Social Security Administration; UM Minority Business Development; US Army-TACOM; US Army Corps of Engineers; US Army-Ft. Leonard Wood; US Department of Agriculture; US Dept of Veterans Affairs; US EPA; Whiteman Air Force Base

Contractors:
Accenture; Advantage Medical Transport; Aegis Business Solutions; Alliant Lake City; Amonda's Daily Bread; Black & Veatch; Burns & McDonnell; Cartwright International; Crystal Clear Enterprises; Custom Composites; Custom Truck & Equip; Data Locker; Demilec; DT Search & Design; EnerSys; Enviro Max Cleaners; Foster Manufacturing; Foxhole Technologies; General Dynamics Corp; Global Payments; Grainger; Guardsman Security; Hawker Beechcraft; Hemco Corp; Hensley; Hitec; IBS Industries; Industrial Enterprises; Jeffries Plumbing; J S I; KOA Press; Lockheed Martin; Midwest Research Institute; Mobile help 4 U; MOXtroincs; Mustardseed Cultural; Northrup Grumman Corp; Occu-Tec; Production Products; PSRI Technologies; Reasback Construction; Stealth Mark; Summer Scent Manufacturing; The ARK Enterprises; The Boeing Co; The NNSA's Kansas City Plant/Honeywell; The Rehabilitation Institute; Vericom; X-Com Technologies.

Please return this panel with payment of \$49 no later than May 22, 2009.

Do you have any special dietary or accessibility needs?

Name: _____
Title: _____
Business Name: _____
Address: _____
City/State/ZIP: _____
Telephone: (____) _____
E-mail: _____

Please indicate breakout sessions you plan to attend:
Track I _____ Track II _____ Track III _____
Track IV _____ Track V _____ Track VI _____
Track VII _____ Track VIII _____ Track IX _____
Track X _____ Track XI _____ Track XII _____
Track XIII _____

You may register for the Rep. Ike Skelton conference by :
Mailing this form (or)
Going on-line at www.ucmo.edu/sbtbc
Make check payable to SBTDC
Mail to: SBTDC
University of Central Missouri,
Dockery Suite 102, Warrensburg, MO 64093-5275
Phone: (660) 543-4402
FAX (660) 543-8159
Email: sbtbc@ucmo.edu

Representative Ike Skelton's Procurement Conference



Featured Luncheon Speaker
Lt. Gen. William Caldwell, IV,
Commanding General, US Army
Combined Arms Ctr & Ft Leavenworth

Friday, May 29, 2009

7:30 am - 4:00 pm

University of Central Missouri

Warrensburg, MO

University Union Building

Room 234B

Parking available in Lot M

In cooperation with:



This publication has been developed by the Missouri SBTDC in partnership with the U.S. Small Business Administration.

Dear Friends:

It gives me great pleasure to announce the annual small business Federal Procurement Conference at the University of Central Missouri (UCM) in Warrensburg, Missouri. The year 2009 marks the 21st edition of this event—a tradition aimed at enhancing economic development by improving access to information for Missouri's small businesses.

We are pleased to have a distinguished group assembled at UCM to facilitate small business development in the Show-Me State. The list of representatives from both industry and government is impressive. We are especially grateful to have with us two special representatives from the U.S. government. Lieutenant General William Caldwell, IV, will provide us with an outstanding keynote lunch speech, and RADM Sean Crean, U.S. Navy Supply Corps, will be with us to explain government purchasing practices and provide specific advice for potential contractors.

All told, the 2009 conference is sure to be the best ever. Please join us at UCM and join me in giving a warm Missouri welcome to LTG Caldwell and RADM Crean.

CONGRESSMAN IKE SKELTON

Congressman Skelton is a leader in the House on defense issues, serving as the Chairman of the House Armed Services Committee.

Skelton's district is home to Fort Leonard Wood, Whiteman Air Force Base, and the Missouri National Guard Training Center. Skelton was instrumental in bringing the Army Engineer School to Fort Leonard Wood and the B-2 Stealth bomber to Whiteman. Because the 4th Congressional District is comprised of small towns and farming communities, Skelton looks after the needs of rural America. He is a former chairman of the Small Business Subcommittee on Procurement, Tourism and Rural Development and the Congressional Rural Caucus.

Mr. Skelton, a native of Lexington, was elected to Congress in 1976. He is a graduate of Wentworth Military Academy and the University of Missouri—Columbia, where he received A.B. and LL.B. degrees.



RADM SEAN CREAN UNITED STATES NAVY

RADM Sean Crean is the Deputy Assistant Secretary of the Navy (Research, Development, and Acquisition). He advises the Navy's senior Acquisition Executive on business matters concerning Navy and Marine Corps programs and provides policy and oversight of the Navy's procurement system. A resident of Maine, Rear Admiral Sean F. Crean began his naval career as a Navy Reserve Officer Training Corps (NROTC) Midshipman at the State University of New York Maritime College. In addition to a Bachelor of Science in Marine Transportation and Business Management, he earned a Master of Business Administration from New Hampshire College's Graduate School of Business in 1983.

Rear Admiral Crean is an expert in military acquisition and financial management and has received the highest levels of certification and joint professional military degrees in these fields. He has served with distinction in the United States and abroad and has received numerous decorations for his service.



LUNCHEON SPEAKER LT. GEN. WILLIAM CALDWELL, IV

Lieutenant General Caldwell currently serves as the commander of the Combined Arms Center at Fort Leavenworth, Kansas, the command that oversees the Command and General Staff College and 17 other schools, centers, and training programs located throughout the United States. The Combined Arms Center is also responsible for: development of the Army's doctrinal manuals, integration of battle command systems and concepts, and supervision of the Army's Center for collection and dissemination of lessons learned.

Lieutenant General Caldwell graduated from the U.S. Military Academy at West Point in 1976. He earned Masters Degrees from the U.S. Naval Postgraduate School and from the School for Advanced Military Studies at the U.S. Army Command and General Staff College. LTG Caldwell also attended the John F. Kennedy School of Government, Harvard University, as a Senior Service College Fellow.



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